

## ENTERTAINMENT & MULTIMEDIA LIMITED

Wednesday, March 30, 2005



Office of International Finance Securities & Exchange Commission Corporate Filing 450 Fifth Street, NW Washington, DC 20549 USA

Dear Sir or Madam:



## **RE: Exemption #82-4245**

We are submitting current public filings as required under rule 12g3-2(b).

Yours truly,

John Grzybowski Chief Financial Officer BFS Entertainment & Multimedia Limited PROCESSED

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## Enclosures:

- Press Release March 30, 2005
- Interim Report (including Management's Discussion & Analysis Third Quarter Fiscal 2005
- Certificate of Interim Filing during Transition Period CEO
- Certificate of Interim Filing during Transition Period CFO







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## ENTERTAINMENT & MULTIMEDIA LIMITED

## PRESS RELEASE

Wednesday, March 30, 2005

For Immediate Release:

Stock Symbol: TSX Venture Exchange: BFS

## BFS ENTERTAINMENT & MULTIMEDIA LIMITED ANNOUNCES THIRD QUARTER RESULTS

**EFS Entertainment & Multimedia Limited** of Richmond Hill, Ontario announces its unaudited consolidated financial and operating results for the third quarter ended January 29, 2005.

Sales for the first nine months were \$6,478,816 compared to \$6,156,219 last year. Operating earnings were \$658,855 compared to \$944,749 last year. Net earnings for the first nine months were \$79,115 (\$0.01 per share) compared to \$173,511 (\$0.02 per share) for the same period last year.

Sales for the third quarter were \$2,280,914 compared to \$2,280,829 during the same quarter last year. Operating earnings were \$358,617 compared to \$241,613 last year. Net earnings for the third quarter were \$114,796 (\$0.01 per share) compared to \$28,737 (\$0.00 per share) in the same quarter last year.

Denis B.E. Donnelly, President and CEO stated, "We are pleased to be able to maintain our gross margins, though the strength of the Canadian dollar continues to have a negative impact on our historical comparisons."

FINANCIAL HIGHLIGHTS (unaudited)	Thirty-nine	Thirty-nine	Thirteen	Thirteen
	Weeks Ended	Weeks Ended	Weeks Ended	Weeks Ended
	Jan. 29, 2005	Jan. 31, 2004	Jan. 29, 2005	Jan. 31, 2004
ਪੋales	\$ 6,478,816	\$ 6,156,219	\$ 2,280,914	\$ 2,280,829
Cperating earnings (EBITDA) <sup>1</sup>	658,855	944,749	358,617	241,613
Earnings before income taxes	124,609	209,936	176,873	46,400
Income taxes	45,494	36,425	62,077	17,663
Net earnings	79,115	173,511	114,796	28,737
Basic and diluted earnings per share	0.01	0.02	0.01	0.00

BFS uses operating earnings (EBITDA) to assess the operating performance of its business. Operating earnings (EBITDA) represent earnings before interest, income taxes and amortization. Operating earnings (EBITDA) do not have a standardized meaning prescribed by generally accepted accounting principles and therefore, are unlikely to be comparable to operating earnings (EBITDA) as reported by other publicly traded companies.

**BFS Entertainment & Multimedia Limited** manufactures, markets and distributes under the **BFS Video** and **American Home Treasures** video labels, a wide range of entertainment home videos and DVDs for resale to retail and catalogues throughout North America.

(SEC Rule 12g exemption #82-4245)

For further information, please contact: John Grzybowski, MBA, CA Chief Financial Officer 5-mail: <u>ir@bfsent.com</u> Tel (905) 884-2323

Fax (905) 884-8292

Corporate Website: www.bfsent.com



## ENTERTAINMENT & MULTIMEDIA LIMITED

# FORM 52-109FT2 CERTIFICATION OF INTERIM FILINGS DURING TRANSITION PERIOD

- I, Denis B.E. Donnelly, the President and Chief Executive Officer of BFS Entertainment & Multimedia Limited, certify that:
- 1. I have reviewed the interim filings (as this term is defined in Multilateral Instrument 52-109 *Certification of Disclosure in Issuers' Annual and Interim Filings*) of BFS Entertainment & Multimedia Limited, (the issuer) for the interim period ending January 29, 2005;
- 2. Based on my knowledge, the interim filings do not contain any untrue statement of a material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it was made, with respect to the period covered by the interim filings; and
- 3. Based on my knowledge, the interim financial statements together with the other financial information included in the interim filings fairly present in all material respects the financial condition, results of operations and cash flows of the issuer, as of the date and for the periods presented in the interim filings.

Date: March 21, 2005

"signed" Denis Donnelly
President and
Chief Executive Officer.



## FORM 52-109FT2 CERTIFICATION OF INTERIM FILINGS **DURING TRANSITION PERIOD**

- I, John P. Grzybowski, and Chief Financial Officer of BFS Entertainment & Multimedia Limited, certify that:
- 1. I have reviewed the interim filings (as this term is defined in Multilateral Instrument 52-109 Certification of Disclosure in Issuers' Annual and Interim Filings) of BFS Entertainment & Multimedia Limited, (the issuer) for the interim period ending January 29, 2005;
- 2. Based on my knowledge, the interim filings do not contain any untrue statement of a material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it was made, with respect to the period covered by the interim filings; and
- 3. Based on my knowledge, the interim financial statements together with the other financial information included in the interim filings fairly present in all material respects the financial condition, results of operations and cash flows of the issuer, as of the date and for the periods presented in the interim filings.

Date: March 21, 2005

"signed" John Grzybowski Chief Financial Officer.



## IANAGEMENT'S DISCUSSIÓN ND ANALYSIS

This management's discussion and analysis of the financial results of BPS Entertainment a Multimedia Linux 29. be read in conjunction with the unaudited financial statements and related notes for the period ending January 29. 2005 and the audited financial statements and related notes for the period ending May 1, 2004. The consolidated financial statements have been prepared in accordance with Canadian generally accepted accounting principles. All information is presented in Canadian dollars.

This information contained in this management's discussion and analysis report updates for the year ended May 1, 2004 for material changes that have taken place.

Additional information relating to BFS is filed at www.sedar.com. This management's discussion and analysis is dated March 21, 2005.

### **RESULTS FROM OPERATIONS**

		Thirtee	n We	eks Ending	Thirty-Nine	Weel	ks Ending
Selected annual information of operations data	J	an. 29, 2005	J	lan. 31, 2004	 Jan. 29, 2005	J	an. 31, 2004
Sales	\$	2,280,914	\$	2,280,829	\$ 6,478,816	\$	6,156,219
Cost of goods sold		827,888		965,118	2,357,444		2,347,995
Gross profit		1,453,026		1,315,711	4,121,372		3,808,224
Gross profit %		64%		58%	64%		62%
Operating earnings		358,617		241,613	658,855		944,749
Selling and administrative expenses		1,094,409		1,074,098	3,462,517		2,863,475
Interest expense		18,692		43,250	44,883		151,548
Amortization		163,052		151,963	489,363		583,265
Net earnings		114,796		28,737	79,115		173,511
Basic and diluted earnings per share	\$	0.01	\$	0.00	\$ 0.01	\$	0.02
Weighted average number of shares		7,927,111		7,970,833	 7,956,419		7,970,833

Sales for the quarter were \$2,280,914 compared to \$2,280,829 during the same quarter last year. Sales for the first nine months were \$6,478,816 compared to \$6,156,219 for the same period last year, a 5% increase.

Gross profit for the quarter was \$1,453,026 (64% of sales) compared to \$1,315,711 (58% of sales) in the prior year. Gross profit for the first nine month period was \$4,121,372 (64% of sales) compared to \$3,808,224 (62% of sales).

Selling and administrative expenses for the quarter were \$1,094,409 (48% of sales) compared to \$1,074,098 (47% of sales) in the prior year.

Selling and administrative expenses for the first nine months were \$3,462,517 (53% of sales) compared to \$2,863,475 (47% of sales) in the prior year. The mail order subsidiary's selling and administrative expenses increased in the nine months by \$458,000 over the previous year due to an increased investment and commitment to catalogue distribution which resulted in a 189% increase in direct to consumer sales compared to last year (catalogue printing and mailing costs increased by \$266,000, shipping cost increased by \$82,000 and other expenses increased by \$110,000 over the previous year). The consistent strengthening of the Canadian dollar against the United States dollar during the first nine months, has resulted in foreign exchange realised and unrealised loss of \$217,000 over the previous year.

Amortization of capital assets and deferred development costs was \$163,052 for the quarter compared to \$151,963 in the prior year. Amortization for the first nine months was \$489,363 compared to \$583,265. Amortization of the AHT Video Library was nil compared to \$127,374 in the previous year. The AHT Video Library was fully amortized in the prior year.

**Cperating earnings before interest, income taxes and amortization (EBITDA)** for this quarter were \$0.8,617 this quarter compared to \$241,613 in the prior year. Operating earnings before interest, income taxes and amortization (EBITDA) for the first nine months were \$658,855 compared to \$944,749 in the prior year.

Earnings before income taxes in this quarter were \$176,873 compared to a \$46,400 in the prior year. Earnings before income taxes for the first nine months were \$124,609 compared to \$209,936 in the prior year.

Net earnings for the quarter were \$114,796 or \$0.01 per share, compared to of \$28,737 or \$0.00 per share in the prior year. Net earnings for the first nine months was \$79,115 or \$0.01 per share for the year, compared to net earnings of \$173,511 or \$0.02 per share in the prior year.

Weighted average number of shares outstanding for the first nine months were 7,927,111 and were 7,956,419 for the third quarter.

## FINANCIAL CONDITION AT JANUARY 29, 2005

Selected data on linancia	I conditio	on ·	7	•					Ja	n 29, 2005	May 1, 2004
Bank indebtedness								 -	\$15.6	609,498	\$ 1,083,583
Net working capital	٠.		· .				٠.	٠.		1,882,335	1,673,697
Total assets										4,766,175	5,396,844
Total long-term liabilities				. 4						66,495	. 100,640
Total liabilities										1,500,053	2,198,414
Shareholders' equity				٠.				4	175	3,266,122	3,198,430

Accounts receivable decreased by \$440,916 to \$1,140,368 in the first nine months of 2005.

Inventory decreased by \$30,676 to \$1,292,020 in the first nine months of 2005.

Prepaid video royalties for video products decreased by \$196,239 to \$672,333 in the first nine months of 2005.

Investment in productions increased by \$89,890 to \$238,234 in the first nine months of 2005.

**Total Habilities** decreased by \$698,361 to \$1,500,053 in the first nine months of 2005. The long-term debenture was fully paid off in July 2004.

**Shareholders' equity** increased by \$67,692 to \$3,266,122 in the first nine months of 2005. The share capital as at January 29, 2005 was \$2,119,624 with 7,898,333 shares outstanding which is a decrease of 72,500 shares from the prior year end. The 72,500 were purchased for \$11,423 pursuant to a normal course issuer bid and cancelled.

## CAPITAL REQUIREMENTS, RESOURCES AND LIQUIDITY

At year-end, the Company had an operating line of credit of \$2,000,000 of which approximately \$482,000 was outstanding. A registered general agreement providing a first charge over all accounts receivable, inventories and equipment, other than leased assets, has been provided as security for this operating line of credit.

On August 12, 2004, the corporation received approval from the TSX Venture Exchange to purchase pursuant to a normal course issuer bid expiring on August 29, 2004, a maximum of 398,542 shares of the corporation for eancellation. Pursuant to the approval and subsequent to October 30, 2004, the corporation has purchased 72,500 shares for cancellation for \$11,423.

# BFS ENTERTAINMENT & MULTIMEDIA LIMITED Report to Shareholders

We are reporting our unaudited consolidated financial and operating results for the third quarter ended January 29, 2005.

Sales for the first nine months were \$6,478,816 compared to \$6,156,219 last year. Operating earnings were \$658.855 compared to \$944,749 last year. Net earnings for the first nine months was \$79,115 (\$0.01 per share) compared to net earnings of 173,511 (\$0.02 per share) for the same period last year.

Sales for the third quarter were \$2,280,914 compared to \$2,280,829 during the same quarter last year. Operating earnings were \$358,617 compared to \$241,613 last year. Net earnings for the third quarter were \$62,077 (\$0.01 per share) compared to \$28,737 (\$0.00 per share) in the same quarter last year.

We are pleased to be able to maintain our gross margins, though the strength of the Canadian dollar continues to have a negative impact on our historical comparisons.

BFS Entertainment & Multimedia Limited manufactures, markets and distributes under the BFS Video and American Home Treasures video labels, a wide range of entertainment home videos and DVD's for resale to retail and catalogues throughout North America.

Denis B.E. Donnelly Chairman, President & CEO March 21, 2005

Shareholders and other individuals requesting copies of the Annual and Quarterly Reports should contact:

INVESTOR RELATIONS

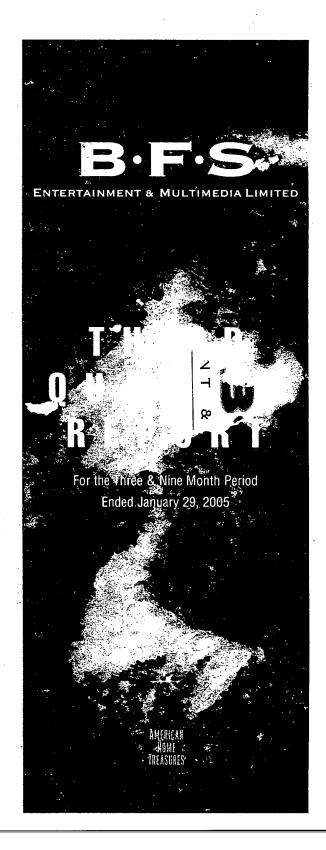
BFS ENTERTAINMENT & MULTIMEDIA LIMITED

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#### BFS ENTERTAINMENT MULTIMEDIA LIMITED **Consolidated Statements of Operations**

(Unaudited)			13 We	eks Ended		39 We	eks Ei	nded
For the period ended		Jar	n. 29, 2005	Jan. 31, 2004	_ Jar	n. 29, 2005	Jan	. 31, 2004
Sales	,	\$	2,280,914	\$ 2,280,829	\$	6,478,816	\$	6,156;219
Cost of goods sold			827,888	965,118		2,357,444	٠.	2,347,995
Gross profit			1,453,026	1,315,711		4,121,372		3,808,224
Selling expenses			471,030	511,640		1,497,539		1,288,235
Administrative expenses			623,379	562,458		1,964,978		1,575,240
Total selling and administra	itive expenses		1,094,409	1,074,098	'	3,462,517		2,863,475
Operating earnings before amortization and incom Interest expense Operating earnings before			358,617 18,692 339,925	241,613 43,250 198,363	<del>-</del>	658,855 44,883 613,972		944,749 151,548 793,201
Amortization of capital ass	ets and deferred development	*.	163,052	151,963		409,363		583,265
Earnings before income ta	xes		176,873	46,400		124,609		209,936
Income taxes (recovered):								
Current	1 P. C. S. C.		70,027	26,363		68,544		94,225
Future			(7,950)	(8,700)		(23,050)	٠.	(57,800
			62,077	17,663		45,494		36,425
Net earnings		\$	114,796	\$ 28,737	\$	79,115	\$	173,511
Basic and diluted earnings	·	\$	0.01	\$ 0.00	\$	0.01	\$	0.02

(Unaudited)	•	13 Weeks	39 Weeks Ended				
For the period ended	Jan. 29,	2005	Jan. 31, 2004	Jan. 29, 2005	Jan. 31, 2004		
Retained earnings – beginning of period	\$ 1,03	1,702 \$	1,125,075	\$ 1,067,383	\$ 980,301		
Net earnings	11	4,796	28,737	79,115	173,511		
Retained earnings – end of period	\$ -1,14	5,498 \$	1,153,812	\$ 1,146,498	\$ 1,153,812		

<sup>...</sup> The accompanying notes are an integral part of the Interim Consolidated Financial Statements.

## Notes to Interim Consolidated Financial Statements (unaudited)

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
The significant accounting policies, used in these unaudited interim consolidated financial statements conform to those presented in the Corporation's May 1 2004 addited annual consolidated financial statements of not include all of the disclosures included in the annual consolidated financial statements and accordingly should be read in conjunction with the annual consolidated financial statements. The accompanying unaudited interim financial statements of the corporation have been prepared by and are the responsibility of the corporation's management.

The corporation's independent auditors has not performed a review of these financial statements in accordance with standards established by the Canadian institute of Chartered Accountants for a review of interim financial statements by an entity's auditor.

## 2. BANK INDEBTEDNESS

As of January 29, 2005, the corporation had an operating line of credit in the amount of \$2,000,000 (May 1, 2004 – \$2,000,000) of which approximately \$482,000 (May 1, 2004 – \$1,052,000) was buistanding at that date. The outstanding portion of the line of credit bears interest at the bank prime rate plus 0.5% per annum payable monthly. A general amores are the pulmy primer rate plus (Leby) per annum payable monthly & general security providing a first charge over all accounts receivable; inventories and equipment other than leased assets; has been pledged as security for this operating line of credit in a security for this operating line of credit in a security for this operating line of credit in a security for this operating line of credit in the security for this operating line of credit in the security for this operating line of credit in the security for this operating line of credit in the security for this operating line of credit in the security for this operating line of credit in the security for this operation.

## BFS ENTERTAINMENT & MULTIMEDIA LIMITED

## **Consolidated Balance Sheets**

	SEC EXEMPT	TON #82-4245
As at	January 29, 2005	May 1. 2004
	Unaudited	Audited
Assets and the configuration of the configuration o		
Current 4		
Accounts receivable	\$ 1,140,368	\$ 1,581,284
Inventories	1,292,020	1,322,696
Prepaid video royalties	672,333	868,572
Prepaid expenses and deposits	242,568	83,769
	3,347,289	3,856,321
Investment in productions	238,234	148,344
Future income taxes recoverable	68,250	45,200
Deferred development costs	320,186	. 361,871
Capital assets	792,216	985,108
	\$ 4,766,175	\$ 5,396,844
	7	
Liabilities		
Current		
Bank indebtedness (Note 2)	\$ 609,498	\$ 1,083,583
Accounts payable and accrued liabilities	754,537	903,296
Income taxes payable	69,523	110,895
Long-term debt due within one year	· · · · · · · · · · · · · · · · · · ·	62,500
Capital lease obligations due within one year	31,396	22,350
	1,464,954	2,182,624
Capital lease obligations	35,099	15,790
	1.500,053	2,198,414
Shareholders' Equity		
Capital stock (Note 3) 3 42. A second of the	2,119,624	2,131,047
Retained earnings	1,146,498	1,067,383
	3,266,122	3,198,430
	\$ 4,766,175	\$ -5,396,844
and the second s	<del>y ',,,,,,,,,,</del>	<del>-</del>

The accompanying notes are an integral part of the Interim Consolidated Financial Statements.

3. CAPITAL STOCK
Authorized.
GUnilmited Common Shares.
Issued – Common Shares

200	PARTITION OF	THE STATE OF	100	#\$\$\$0810	S. C. C. S. S. S. S.	Amount 4
Balance begin	ning of year		30 D	7,970,83	3 2 5	2,131,047
Balance — begin Cancelled pur	suant to norn	nal course.	issuer bid	(72,50	0) 金泽\$。	(11,423)
Balance : end o	f period (4)	300	品問對於	7,898,33	302725	2,119,624
On-Aunust 12:5	Ond the core	oration re	elved ann	roval from ti	ia TSY Ven	ture Evehance

Shares Amounty
1,570,833 \$ 2,131,047

Fig. 1,500 \$ 1,1423

An August 12: 2004 the corporation received approval from the TSV returne Exchange to purchase purguant to a normal course issuer bid expiring on August 29: 2005 a Met earnings maximum to 398,542 common shares of the corporation for cancellation Pursuant to the approval the corporation has purchased 72,500 common shares for cancellation for \$11,423

3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	2005 Filan 31/2004 - 7
Numerator Net earnings available to common shareholders \$ .79	Programme and the second
Denominator:	DESTRUCTION OF
	419 7,970 833 0.01 \$ 0.02

## **Consolidated Statements of Cash Flows**

SEC EXEMPTION #82-4245

	EXEMPTION #82-4245									
(Unaudited)		13 Weeks Ended				39 Weeks Ended				
For the period ended		Jan. 29, 2005	Ja	n. 31, 2004	<u>Ja</u>	n. 29, 2005	Jan	. 31, 2004		
Operating activities										
Net earnings	\$	114,796	\$	28,737	\$	79,115	\$ '	173,511		
Items not affecting cash:	•	,	•		•	, , , , , ,	•	,, ,,,,,,,		
Future income taxes		(7,950)		(8,700)		(23,050)		(57,800)		
Forgiveness of loan receivable		-		-		14,000		14,000		
Amortization of capital assets		119,905		110,406		359,622		331,219		
Amortization of deferred development costs		43,247		41,557		129,741		124,672		
Amortization of AHT Video Library		-		•				127,374		
		269,898		172,000		559,428		712,976		
Net changes in non-cash working capital balances (*)		217,567		663,274		304,901		275,354		
Cash flows provided by operating activities		487,465		835,274		864,329		988,330		
Financing activities										
Decrease in bank borrowings		(411,563)		(615,095)		(474,085)		(131,544)		
Proceeds from capital lease		51,860		10,200		51,860		10,200		
Repayment of capital lease obligations		(9,584)		(8,441)		(23,505)		(27,446)		
Repayment of long-term debt		(0,00,1)		(93,750)		(62,500)		(281,250)		
Purchase of common shares for cancellation		(11,423)		-		(11,423)		-		
Cash flows used in financing activities		(380,710)		(707,086)		(519,653)		(430,040)		
Investing activities										
Additions to capital assets		(76,327)		(89,033)		(166,730)		(304,772)		
Reduction (additions) to investment in productions		(3,766)		959		(89,890)		(138,355)		
Additions to deferred development costs		(26,662)		(40,114)		(88,056)		(115,163)		
Cash flows used in investing activities		(106,755)		(128,188)		(344,676)		(558,290)		
				\ <del>\</del>		100000		(000)200)		
Net change in cash and cash equivalents		<del></del>								
Cash and cash equivalents, beginning and end of period	\$	<del>-</del>	\$		\$		\$			
Interest on long-term debt	\$		\$	22,320	\$	3,753	\$_	78,716		
(*) Components of the net changes in non-cash working										
capital balances related to operation										
Decrease in accounts receivable	\$	394,106	\$	272,094	\$	440,916	\$	107,276		
Decrease in inventories		17,525		137,548		30,676		351,632		
Decrease in prepaid video royalties		1,942		166,486		196,239		73,040		
Decrease (increase) in prepaid expenses and deposits		(7,351)		47,966		(172,799)		(23,229)		
Increase (decrease) in accounts payable										
and accrued liabilities		(150,569)		12,817		(148,759)		(68,317)		
Increase (decrease) in income taxes payable		(38,086)		26,363		(41,372)		(165,048)		
	\$	217,567	\$	663,274	\$	304,901	\$_	275,354		

The accompanying notes are an integral part of the Interim Consolidated Financial Statements.